

Message Text

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ORIGIN EB-07

INFO OCT-01 ARA-06 ISO-00 STR-04 TRSE-00 COME-00 L-03

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FM SECSTATE WASHDC

TO AMEMBASSY SAN JOSE

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E.O. 11652: N/A

TAGS: EPAP, EAGR, ETRD

SUBJECT:MEAT IMPORT ALLOCATION FOR COSTA RICA

REF: SAN JOSE 0484

1. US GOVERNMENT IS OF COURSE UNABLE TO GUARANTEE THAT CONTRACTS BETWEEN COSTA RICA MEAT EXPORTERS AND EUROPEAN IMPORTERS WILL BE SUCCESSFULLY NEGOTIATED, SINCE SUCCESS DEPENDS HEAVILY ON RETURN EXPECTED BY COSTA RICAN PRODUCERS AND NEGOTIATING FLEXIBILITY ON EACH SIDE. HOWEVER, EUROPEAN PRICES HAVE BEEN RUNNING 20-30 CENTS PER POUND HIGHER THAN U.S. PRICES. THIS MARGIN SHOULD BE ADEQUATE TO AFFORD A REASONABLE RETURN EVEN AFTER ALLOWING FOR HIGHER TARIFF RATES AND SHIPPING COSTS. AUSTRALIANS AND OTHERS HAVE BEEN ABLE TO SELL PROFITABLY IN THE EUROPEAN MARKET, AND WE BELIEVE COSTA RICANS ALSO CAN. MOREOVER, WE WOULD STRONGLY URGE COSTA RICANS TO TAKE ADVANTAGE OF OPPORTUNITY TO EXPORT TO EC MARKET. EMBASSY SHOULD BE AWARE THAT

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OTHER POSSIBILITIES WHICH MIGHT BE FEASIBLE MAY NOT MATCH

THE EXPORT POTENTIAL OF AN OPENING TO EC MARKETS.

2. EMBASSY HAS INCORRECTLY INTERPRETED TRANSSHIPMENT BAN. BAN MEANS THAT MEAT FROM AUSTRALIA AND NEW ZEALAND SENT BY MEANS OTHER THAN A THROUGH BILL OF LADING WILL

SIMPLY NOT BE ACCEPTED IN U.S. IF THERE IS EVIDENCE THAT TRUE COUNTRY OF ORIGIN IS BEING MISREPRESENTED IN SHIPPING DOCUMENTATION, WE WANT TO KNOW ABOUT IT. WE THINK THIS IS UNLIKELY SINCE A) DOMESTIC PRODUCERS IN COUNTRY OF TRANSSHIPMENT HAVE OPPOSED MEAT IMPORTS, AND B) SUCH A PRACTICE ENTAILS SUBSTANTIAL COSTS, NAMELY REPACKAGING, REMARKING AND PAYMENT OF LOCAL DUTIES. THE ONLY CASE WE ARE AWARE OF WHERE AUSTRALIAN MEAT WAS IMPORTED FOR TRANSSHIPMENT TO THE US THROUGH LATIN AMERICA WAS THE RECENTLY REPORTED INSTANCE IN PANAMA.

3. REGIONAL REALLOCATION FORMULA WOULD BE DIFFICULT FOR AUSTRALIA AND NEW ZEALAND TO ACCEPT BECAUSE OF THEIR PREVIOUS UNFAVORABLE EXPERIENCE WITH SUCH A FORMULA IN THE SUGAR PROGRAM, WHERE FIRST PREFERENCE WAS GIVEN TO LATIN AMERICAN COUNTRIES, ALTHOUGH AUSTRALIA HAD SIGNIFICANTLY GREATER STOCKS, AND BECAUSE SUCH A PRECEDENT COULD INVOLVE SUBSTANTIAL QUANTITIES OF MEAT OVER A NUMBER OF YEARS.

4. DEPARTMENT WOULD APPRECIATE ASAP FOLLOW UP OF INITIAL PRESENTATION TO GOCR ON POINTS CONTAINED IN PARAGRAPH 2 OF STATE 20858 AND ANY INFORMATION ON COSTA RICAN CONTACTS WITH EUROPEAN IMPORTERS. INGERSOLL

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